



*To keep your clients' investments moving ahead these days, get the help of some good portfolio management software*

# Portfolio Management Technology Directory

BY LIANA CAMPOREALE

| Product  | Charge                               | Maintenance cost | Minimum technology requirements  | Overview  |
|--|--------------------------------------|------------------|--|---|
| <b>ADP Investor Communication Services • Edgewood, New York • 800-353-0103 • <a href="http://www.ics.adp.com">www.ics.adp.com</a></b>                          |                                      |                  |  |   |
| ProxyDisclosure  | \$500+                               | Varies           | Internet access, Web browser, printer  | Choose levels of service required to meet new SEC regulations for investment companies and investment advisors. Allows for the aggregation of votes, reporting and filing (including form N-PX), Web Disclosure, and policy maintenance   |
| ProxyEdge  | \$2,500-\$41,750 per year            | \$0              | Pentium-300MHz, 128MB RAM, 250MB hard disk space, Windows 95, CD-RPM, printer                | Windows-based system that lets users electronically vote and maintain records for both North American and international holdings. Eliminates duplicate sets of proxy material and streamlines voting, recordkeeping, and reporting  |
| ProxyEdge Lite   | \$5 per acct. per year               | \$0              | Windows 95, Internet access, Web browser, printer  | Web-based system that lets users electronically vote and maintain records for both North American and International holdings. Eliminates duplicate sets of proxy material and streamlines voting, recordkeeping, and reporting  |
| <b>Advent Software Inc. • San Francisco, California • 800-685-7688 • <a href="http://www.advent.com">www.advent.com</a></b>                                    |                                      |                  |  |   |
| Advent Office Essentials   | \$2,500 single user                  | \$1,500 per year | Pentium-300MHz, 32MB RAM, 14MB hard disk space, Windows 95, CD-ROM, Internet access, printer | Includes a license for a single user of Axy's, Advent's multicurrency portfolio management and reporting system covering all investment vehicles. Portfolio evaluation, accounting, allocation, and performance measurement reporting are standard. Includes two custodial data interfaces, implementation, online training, and ongoing technical support  |
| <b>AdvisorIntelligence (Litman/Gregory) • Orinda, California • 800-776-9555 • <a href="http://www.advisorintelligence.com">www.advisorintelligence.com</a></b> |                                      |                  |  |   |
| Advisor-Intelligence   | \$600 first year; \$1,500 thereafter | NA               | Internet access, IE, Excel, Word, PowerPoint   | Allows subscribers to conduct thorough manager due diligence, select funds, and construct model portfolios with Litman/Gregory's asset allocation, manager research, and fund recommendations. Delivers client communications that Litman/Gregory uses with high-net-worth clients and subscribers. Can redistribute letters, newsletters, presentations, and investment policy statements to clients |
| <b>Advisor Software Inc. • Lafayette, California • 925-299-7782 • <a href="http://www.advisorsoftware.com">www.advisorsoftware.com</a></b>                     |                                      |                  |  |   |
| ASI  | Varies                               | NA               | Platform can be deployed as an ASP or within a financial institution's firewall              | Provides framework for delivering consistent advice across multiple client segments while meeting investor suitability and firmwide compliance requirements. Includes wizards; reporting features; portfolio alerts that signal risk drift, cash inflows, and other portfolio changes requiring attention   |



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|--|---------|----------------------------------|---|--|
| <b>Advisory World (Wilson Associates) • Woodland Hills, California • 800-480-3888 • <a href="http://www.advisoryworld.com">www.advisoryworld.com</a></b> |         |                                  |   |  |
| ICE  | \$200   | \$396 per year                   | Pentium II, IE or Netscape Navigator, cable or DSL high-speed Internet connection recommended       | Allows advisors to manage portfolios from any Internet-ready computer. Builds, models and compares portfolios at a multi-asset/multi-security level and performs historical hypothetical review. Incorporates financial planning and detailed cash flow analysis to determine whether current or model portfolios will determine such goals as retirement, major purchases, and college. Automatically offers recommendations to correct any foreseeable shortfalls. Generates a NASD-compliant Investment Policy Statement, dynamic reports, graphs, and tables that can be e-mailed, printed, and shared |
| Monte Carlo ICE Plug-in  | \$0     | \$220 per year                   | Pentium II, IE or Netscape Navigator, cable or DSL high-speed Internet connection recommended       | Determines the probability a portfolio will fulfill client objectives. Finds and recommends portfolios that will increase the chance of goal achievement   |
| Optimization ICE Plug-in   | \$0     | \$220 per year                   | Pentium II, IE or Netscape Navigator, cable or DSL high-speed Internet connection recommended       | Mean-variance optimizer uses a hierarchical method to generate efficient portfolios. Builds efficient frontiers to visually display portfolio risk vs. return tradeoffs and comparisons  |
| Scanalytics ICE Plug-in  | \$0     | \$220 per year                   | Pentium II, IE or Netscape Navigator, cable or DSL high-speed Internet connection recommended       | Searches, sorts, and reviews over 180 fields of information on asset classes, mutual funds, stocks, VAs, and closed-end funds. Performs factor and style analysis on lists of assets/securities and determines which products exceed performance characteristics established by portfolio benchmarks   |
| Power Optimizer  | \$395   | \$700 per year                   | Pentium-100MHz, 16MB RAM, 40MB hard disk space, CD-ROM, Windows 3.1                                 | Multi-asset/multi-security asset allocation and optimization. Creates user-defined security databases and portfolios; specifies individual security characteristics; runs historical or forecasted hypotheticals; optimizes portfolio mixes; compares portfolios side by side; reviews detailed time-weighted cash flows. Investment Policy Statement, graphics, tables, and reports are NASD compliant  |
| Ramcap   | \$395   | \$400 per year                   | Pentium-100MHz, 16MB RAM, 40MB hard disk space, CD-ROM, Windows 3.1                                 | Multi-Asset/multi-security asset allocation and optimization. Optimize portfolio mixes; compare portfolios side by side; limited hypothetical review; detailed time-weighted cash flows. Investment Policy Statement, graphics, tables and reports are NASD compliant  |
| Analytics  | \$0     | \$120 per year                   | Pentium-100MHz, 16MB RAM, 40MB hard disk space, CD-ROM, Windows 3.1                                 | Performance measurement, risk analysis, style and factor analysis, quantitative analysis of indexes, securities, and portfolios. Finds securities that match or exceed the performance characteristics established for portfolio benchmarks  |
| ScanData   | \$0     | \$120 per year                   | Pentium-100MHz, 16MB RAM, 40MB hard disk space, CD-ROM, Windows 3.1                                 | Sorts and reviews over 180 fields of information on asset classes, mutual funds, stocks, VAs, and closed-end funds. Information includes assets under management, historical performance, ranking among all funds and peer groups, P/E ratios, front-end loads, portfolio holdings and MPT statistics, dividends, P/E and P/B ratios, as well as analyst's estimated earnings  |
| <b>BridgePortfolio • Chicago, Illinois • 800-610-8882 • <a href="http://www.bridgeportfolio.com">www.bridgeportfolio.com</a></b>                         |         |                                  |   |  |
| BridgePortfolio  | Varies  | Varies                           | Internet access   | Provides end-to-end Web-based outsourcing solution, including portfolio accounting, daily reconciliation, account billing, performance reporting, model portfolio trading, risk and asset allocation profiling, and ongoing account administration. Client and advisors access monthly and quarterly reports, individually and consolidated, via the advisor's Web site. Access to all major custodians  |
| <b>Barclays Global Investors • San Francisco, California • 800-474-2737 • <a href="http://www.ishares.com">www.ishares.com</a></b>                       |         |                                  |   |  |
| Core/Satellite Calculator  | NA      | NA                               | Internet connection with IE 5.0 or Netscape 5.5   | Allows advisors to construct a hypothetical portfolio that blends index funds and actively managed funds to achieve a lower tracking error to a benchmark than produced by 100% active allocation  |
| <b>ByAllAccounts Inc. • Woburn, Massachusetts • 888-568-7244 • <a href="http://www.byallaccounts.com">www.byallaccounts.com</a></b>                      |         |                                  |   |  |
| WebPortfolio   | Varies  | Varies                           | Pentium II-450MHz, 128MB RAM, 60MB hard disk space, Windows 98, Internet access, IE 5.0 or Netscape | Web-based application retrieves captive and non-captive account information. Customizes portfolios, monitors clients' net worth on demand, evaluates risk, measures performance, monitors asset allocation, and generates automated reports and actionable e-mail alerts   |
| DataConnect Lite & Data-Connect Ultra  | Varies  | Varies                           | Pentium II-450MHz, 128MB RAM, 60MB hard disk space, Windows 98, Internet access, IE 5.0 or Netscape | Provides integration with ByAllAccounts' open data architecture facilitating programmatic access to data, allowing clients to power their own suite of data display, analytic, and reporting applications  |
| <b>Capttools Co. • Issaquah, Washington • 800-826-8082 • <a href="http://www.capttools.com">www.capttools.com</a></b>                                    |         |                                  |   |  |
| Captool Professional Investor  | \$1,999 | \$800 per year, after first year | Pentium-400MHz, 128MB RAM, 100MB hard disk space, Windows 95, CD-ROM, Internet access               | Tracks client's investments and offers flexible reporting with graphics in a single component package. Computes before- and after-tax return figures for aggregate portfolios, individual portfolios, groupings of assets, and individual securities. Client transactional data can be imported from over 50 custodians at no additional cost. Includes taxable cost basis tracking, portfolio rebalancing, electronic report delivery, fee billing, and multi-currency. Trust fund and pooled funds accounting available at higher levels   |



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|--|---------|------------------|--|---|
| <b>CheckFree Investment Services • Jersey City, New Jersey • 800-437-2997 • <a href="http://www.checkfree-cis.com">www.checkfree-cis.com</a></b>         |         |                  |  |   |
| CheckFree M-Search   | \$6,000 | NA               | Pentium-400MHz, 128MB RAM, 100MB hard disk space, Windows 95, CD-ROM                         | Comprehensive data on 1,300+ investment management firms and 5500 composites; conducts investment manager searches and evaluations; performs competitive analysis and market research; creates custom reports and presentations, PC and Web application   |
| CheckFree M-Pact   | NA      | NA               | Internet access  | Web-based investment analysis and proposal generation system. Features include investment manager and product searching and comparison modeling, separate account data on over 1,300 money managers and 5,500 products along with other investment vehicles, risk tolerance questionnaires and asset allocation scoring, private labeling, workflow efficiencies such as platform administration, new account opening workflow, and periodic review and performance reporting   |
| CheckFree APL  | Varies  | NA               | Pentium, Windows 95, printer   | Allows separate account managers and sponsors to streamline and automate their operations, trading and reporting. APL allows program sponsors to offer diversified investment strategies to clients, while including multiple managers within a single account, also known as Multiple Strategy Portfolios (MSPs)   |
| <b>Cheshire Software Inc. • Newton, Massachusetts • 800-734-6734 • <a href="http://www.cheshire.com">www.cheshire.com</a></b>                            |         |                  |  |   |
| Financial Planning Suite   | \$1,799 | \$750 per year   | Pentium, 32MB RAM, 70MB hard disk space, Windows 95,   | Combines all eight Cheshire modules into one. Includes functionality for retirement planning, Monte Carlo simulation analysis, asset allocation, life and disability insurance needs analysis, Excel-based estate planning, education funding, statements of net worth and cash flow, and qualified plan distributions analysis   |
| Asset Allocation Planner   | \$499   | \$150 per year   | Pentium, 32MB RAM, 70MB hard disk space, Windows 95, Excel                                   | Examines client's current investment portfolios to determine optimal asset mix. Contains risk tolerance questionnaire. Includes historical data and allows users to input unlimited additional asset categories using historical or expected returns. Will construct Efficient Frontier curves with max/min constraints for each asset class  |
| <b>Client Marketing Systems Inc. • Pismo Beach, California • 800-799-4267 • <a href="http://www.advisorsassistant.com">www.advisorsassistant.com</a></b> |         |                  |  |   |
| Advisors Assistant   | \$499+  | Varies           | Pentium, 64MB RAM, 200MB hard disk space, Windows 98/NT                                      | Contact management, portfolio management, and insurance tracking software calculates time- and dollar-weighted rates of return; provides consolidated statements and reports; automatically downloads from DST and others; exports to and imports from Palm PCs; includes calendar, dialer, e-mail, Web site hotlinks, free 800-line support  |
| <b>CMS BondEdge • Los Angeles, California • 310-479-9715 • <a href="http://www.cmsbondedge.com">www.cmsbondedge.com</a></b>                              |         |                  |  |   |
| BondEdge   | Varies  | NA               | Pentium II, 64MB RAM, 500MB hard disk space, super VGA monitor capabilities, Internet access | Fixed-income portfolio analytics system that manages risk and return. Features include comprehensive fixed income database; option-adjusted risk measures; return simulations; index comparisons; pre-trade compliance monitoring; total return optimization; performance measurement; performance attribution; regulatory compliance; dynamic cash-flow analysis; proprietary MBS and ABS pre-payment models; municipal and money market capabilities; global analytics; tracking error analysis; custom reports and graphs; import/export capabilities to/from accounting and asset/liability systems |
| <b>The Consortium • Camarillo, California • 805-987-6115 • <a href="http://www.liftburden.com">www.liftburden.com</a></b>                                |         |                  |  |   |
| Variable Annuity Disclosure  | \$30    | NA               | 486MHz, Windows 3.1, Word or Word Perfect  | Client disclosure form reflects special characteristics of annuities as mandated by the SEC for investment advisors and NASD for B/Ds. Includes but not limited to: expenses compared to mutual funds, tax penalties for early withdrawal, and limited tax benefits for retirement plans  |
| RIA Written Supervisory Procedures Compliance Manual   | \$300   | NA               | 486MHz, Windows 3.1, Word or Word Perfect  | Creates custom RIA written supervisory policies and procedures (compliance manual). Do-it-yourself guide contains sample policies to pick, choose, and modify   |
| RIA Client Advisory Agreement  | \$125   | NA               | 486MHz, Windows 3.1, Word or Word Perfect  | Creates custom client advisory agreements (contract). Contains sample terms and conditions to choose and modify   |
| RIA Solicitors Agreement & Disclosures   | \$150   | NA               | 486MHz, Windows 3.1, Word or Word Perfect  | Multi-form pack includes agreement between solicitor and advisor, compensation disclosure form to client, and client acknowledgement to advisor. Includes instructions and compliance information   |
| Privacy Notice   | \$50    | NA               | 486MHz, Windows 3.1, Word  | Creates privacy notice and opt-out forms for customers of B/Ds and RIAs to comply with Federal law. Sample employee confidentiality agreement and supervisory policy  |
| Investment Policy Statement  | \$35    | NA               | 486MHz, Windows 3.1, Word  | Creates/customizes client investment policy statements  |



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|---|----------|-------------------|---|---|
| <b>The Consortium</b> (continued from previous page)  |          |                   |   |   |
| New Account Form/Basic Client Suitability   | \$35     | NA                | 486MHz, Windows 3.1, Word   | Client data gathering form in both broker/dealer and and RIA versions   |
| Blotters & Logs   | \$30     | NA                | 486MHz, Windows 3.1, Word   | Daily blotter, client holding log, and product cross-reference log (3-form set) for broker/dealers or RIAs. Required books and records  |
| Report of Access Persons Securities Transactions  | \$20     | NA                | 486MHz, Windows 3.1, Word   | Quarterly report of access persons personal securities transactions and holding log (2-form set). Required books and records for RIA  |
| Proxy Voting Package  | \$35     | NA                | 486MHz, Windows 3.1, Word   | SEC proxy rule synopsis with sample proxy voting language for Form ADV, Advisory Contract, and Written Supervisory Procedures   |
| <b>COSS Development Corp.</b> • Mequon, Wisconsin • 800-776-7087 • <a href="http://www.cossdev.com">www.cossdev.com</a>       |          |                   |   |   |
| IRIS ABC  | Varies   | NA                | Pentium II-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                        | Full integration of all features and functionality of IRIS Illustrations (see below) or Wealth Illustrator (see below) with marketing calculations and presentations of Tapestry  |
| Co-Development Tools  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Allows home offices to modify, add, or delete rate bonds, COIs, loans, riders, interest rates, fund accounts, etc. Provides tools to clone and create new products within illustration systems. Calculation engine and output reports. Available for any COSS system  |
| e-Learning  | \$15,000 | \$15,000 per year | Pentium-200MHz, 32MB RAM, 10MB hard disk space, Windows 98, printer                           | Web or desktop-based agent training for basic insurance essentials, needs-based selling, advanced markets such as business continuation, split dollar, executive bonus. Interactive self evaluation, case studies and practical application. CE credit for many courses. Both video and audio. Live seminars can be tailored to customer objectives   |
| Mobile Device Illustrations   | Varies   | NA                | Pentium II-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                        | Works with industry standard Palm OS and Windows CE for leading mobile and wireless devices. All calculations and product information reside on the Web server and transmit to mobile devices generating product information, calculations, and quotations directly to site   |
| IRIS  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Custom illustration software for all forms of UL, ISL, term, par, or non-par, variable, first- or second-to-die, immediate or deferred annuities, indexed products, DI, or long-term care. Takes insurance product specifications, rates, and formulas, and brings them into IRIS, resulting in a custom illustration system  |
| Asset Allocation  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Software helps investors determine risk tolerance. A model portfolio is profiled and recommendations are made. All COSS systems are available via desktop or Internet   |
| Wealth Illustrator  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Selling and calculation tool. Focuses on retirement, savings, annuity, and income-based financial products such as: mutual funds, CDs, fixed and variable, deferred and immediate annuities. Allows full configuration of product illustrations, hypotheticals, and historicals. Also includes formula-driven modeling of unbundled annuities   |
| Journey   | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Needs analysis gives agents a tool to understand, visualize, and effectively communicate clients' financial situation and goals. Helps agents show clients how current financial plan may be inadequate and then persuades them to take necessary steps to plan their financial future. Models include: retirement planning, basic insurance needs, estate liquidity, survivor needs, education funding, and seven others |
| Tapestry  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Advanced marketing sales and calculation. Modules include reports, visual selling track, and interactive educational and training programs for: split dollar, executive bonus, private, and reverse split dollar, NQ deferred compensation, business valuation. 23 modules in all   |
| i-Forms   | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 98, printer                           | Electronic forms software. Online completion and submission of all forms/applications. Form selection is driven by product and state. As each question is answered, business rules are validated to eliminate errors and omissions  |
| Life Scope Tools  | Varies   | NA                | Pentium-133MHz, 32MB RAM, 15MB hard disk space, Windows 95, CD-ROM, printer                   | Visual presentation software used to create concept selling presentations, agent training, and forms. Customize presentations or create your own. Create sales tracks, tutorials, and electronic brochures to help agents sell  |
| <b>Dalyn Software Limited</b> • Wellington, New Zealand • 877-456-1205 • <a href="http://www.dalyn.co.nz">www.dalyn.co.nz</a> |          |                   |   |   |
| BMS v7.0  | \$445    | \$0               | Pentium-100MHz, 32MB RAM, 50MB hard disk space, Windows 98, Internet access (DST access only) | Processes and analyzes prospects, clients and their accounts. Includes contact notes, telephone directories, automatic dialing, purchase and sale blotters, and consolidated statement reports. Supports DST downloads. Version available for sharing data between offices. Customization available   |



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|---|------------------|------------------------|--|--|
| <b>Decisioneering Inc.</b> • Denver, Colorado • 800-289-2550 • <a href="http://www.crystalball.com">www.crystalball.com</a>                             |                  |                        |  |  |
| Crystal Ball Standard Edition   | \$685 includes   | \$90 per year          | Pentium-200MHz, 16MB RAM, 5MB hard disk space, Windows 95, CD-ROM, Excel 95                        | A simulation program that helps analyze risks and uncertainties associated with existing Excel spreadsheet models. Using Monte Carlo simulation, financial planners can use this tool to evaluate clients' probability of achieving their wealth and retirement goals  |
| <b>eWebPortfolio LLC</b> • Houston, Texas • 713-739-7702 • <a href="http://www.ewebportfolio.com">www.ewebportfolio.com</a>                             |                  |                        |  |  |
| eWebPortfolio   | Call for pricing | NA                     | Pentium II-200MHz, 16MB RAM, 12MB hard disk space, Windows 98, Internet access, printer, IE 5.5    | Web-based portfolio management and accounting system. Provides global connectivity, comprehensive reporting, AIMR-compliant performance, on-screen account reconciliation, modeling, client billing, account grouping, Web-based client access. Offers an outsource solution; managing software, data downloads, and data interfaces, allowing for automation, STP, and reduction in cost of back-office operations  |
| <b>E-Z Data Inc.</b> • Pasadena, California • 800-777-9188 • <a href="http://www.ez-data.com">www.ez-data.com</a>                                       |                  |                        |  |  |
| Client Data System  | \$699-\$2,000    | \$360-\$1,000 per year | Pentium II-266MHz, 32MB RAM, 500MB hard disk space, Windows 95, CD-ROM, printer                    | CRM front-office system includes client, investment, portfolio, and policy tracking; electronic interfaces and downloads from DST, PFPC, Pershing, NFSC, and others; automatic journaling of client events; Palm interface; laptop-to-LAN data synchronization; commission tracking; workflow management; compliance reports; graphs; letters; interface to Microsoft Word. Web-based version available. Group benefits; pending case management; Financial Profiles integration             |
| <b>FinancialCircuit Inc.</b> • Campbell, California • 888-557-7200 • <a href="http://www.financialcircuit.com">www.financialcircuit.com</a>             |                  |                        |  |  |
| MoneyFind as  | \$69 per month   | Call for pricing       | Pentium-300MHz, 128MB RAM, 10MB hard disk space, Windows 98, Internet access                       | An independent, patent-pending liability management platform for financial enterprises and professionals that provides analysis, planning, and execution using real-time market data. Optimizes and restructures client's liabilities to generate more cash flow and tax savings that can be reallocated to assets   |
| <b>Financial Computer Support Inc.</b> • Oakland, Maryland • 877-432-2267 • <a href="http://www.fcsi.com">www.fcsi.com</a>                              |                  |                        |  |  |
| FCSI Plus Product Line  | \$200-\$3,585    | \$150-\$1,440 per year | Pentium III-500MHz, 256MB RAM, 400GB hard disk space, Windows 98, CD-ROM, Internet access, printer | Designed for financial professionals, from entry-level financial professional to sophisticated investment managers. Each product is built upon the same program foundation, allowing transition to the next level of each software   |
| <b>Financial Planning Consultants Inc.</b> • Middletown, Ohio • 800-666-1656 • <a href="http://www.textlibrarysystem.com">www.textlibrarysystem.com</a> |                  |                        |  |  |
| Ed Morrow's Text Library System   | \$1,395          | \$245 per year         | Pentium-300MHz, 128MB RAM, 300MB hard disk space, Windows 98, CD-ROM, printer, Word 97             | Client relationship manager for financial advisors. Includes fully functional contact manager with calendar, appointment and task scheduling. More than 4,000 pages of ready-to-use text in letters, articles, agendas, plus practice management checklists and tools. Automatic delivery of targeted drip marketing campaigns   |
| <b>Financial Psychology Corp.</b> • Sarasota, Florida • 800-735-7935 • <a href="http://www.financialpsychology.com">www.financialpsychology.com</a>     |                  |                        |  |  |
| Moneymax Profiling System   | \$199.95         | \$0                    | Pentium II, Windows 95, Internet access, printer   | A profiling tool that reveals money management style of clients and prospects and reports on 13 traits that drive saving, spending, earning, and investing. A report for advisor details communication strategy to use with clients for best acceptance of advisor and plan  |
| <b>IAN LLC</b> • Englewood, Colorado • 800-671-4426 • <a href="http://www.ianinc.com">www.ianinc.com</a>  |                  |                        |  |  |
| IAN Wealth Management Services  | Varies           | NA                     | Pentium IV-800MHz, 128MB RAM, 1GB hard disk space, Windows 98, Internet access                     | Web services platform to develop, deploy, and maintain unified managed account programs using desired configuration of mutual funds, separate account managers, and securities. The standard platform integrates all necessary applications, functionality and data sources to facilitate "end to end" solutions, including investor profiling, asset allocation modeling, security selection, daily online performance, client performance assessments, tax lots, and management reporting. |
| <b>Ibbotson Associates</b> • Chicago, Illinois • 800-758-3557 • <a href="http://www.ibbotson.com">www.ibbotson.com</a>                                  |                  |                        |  |  |
| Portfolio Strategist  | \$1,450          | \$1,900 per year       | Pentium II-233MHz, 64MB RAM, 100MB hard disk space, Windows 98, CD-ROM, Word                       | Asset allocation investment planning software uses cash flow analysis and Monte Carlo simulation to help build better portfolios. Includes Monte Carlo and security classifier. Can model Roth IRAs, Social Security, and annuities. Fund optimizer allows users to allocate funds or variable annuity subaccounts   |
| <b>INDATA</b> • San Diego, California • 888-454-4060 • <a href="http://www.indataweb.com">www.indataweb.com</a>   |                  |                        |  |  |
| I.M.S. for Windows  | Varies           | Varies                 | Pentium IV-1GHz, 256MB RAM, 100MB hard disk space, Windows 2000, Internet access                   | Consists of functional modules for portfolio management and reporting, trade order management, performance measurement and attribution, Web-based CRM, and billing. Implementation of the system provides buy-side firms with STP capabilities   |



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|---|------------------|--|--|--|
| <b>Integrated Decision Systems</b> • Los Angeles, California • 310-478-4015 • <a href="http://www.idsnet.co">www.idsnet.co</a>                      |                  |  |  |  |
| IDS Services  | Call for pricing | Call for pricing                             | Pentium III-500MHz, 128MB RAM, Windows 98, Internet access, IE   | Complete outsourced or in-house portfolio management and accounting solution with functionality for asset allocation, multi-tiered modeling and balancing, tax-efficient investing tools, manager and client reporting, and performance measurement (pre- and after-tax), attribution and risk. Fully multi-currency with support for stocks, funds, bonds, derivatives, and other alternative investments |
| <b>Interactive Advisory Software</b> • Marietta, Georgia • 800-821-7355 • <a href="http://www.iasoftware.com">www.iasoftware.com</a>                |                  |  |  |  |
| Interactive Advisory Software (IAS)   | Varies           | Varies                                       | Pentium IV-1GHz, 256MB RAM, 20GB hard drive, Windows 95, Internet access, IE, Excel, Word  | Fully integrated Web-based financial planning, portfolio management, and CRM system. PM tools may be integrated with full package or provided independently, for accounting, aggregated client reporting, and performance tracking. Advisors gain regulatory compliance assistance, fixed income management, custom reports, and automated downloads   |
| <b>Investigo Corp.</b> • Edina, Minnesota • 952-920-1441 • <a href="http://www.investigo.net">www.investigo.net</a>                                 |                  |  |  |  |
| Investigo   | Varies           | Varies                                       | 486-66MHz, 16MB RAM, 12MB hard disk space, Windows 98, Internet access, IE 6.0   | Web-based advisor workstation, combining consolidated statements, performance presentation, and comprehensive client relationship management on a desktop. By interfacing with other applications and merging relevant data and touchpoints, a unified client record across the enterprise addresses new books and records, sales supervision, and suitable requirements                                   |
| <b>Investment Scorecard</b> • Nashville, Tennessee • 800-555-6035 • <a href="http://www.investmentscorecard.com">www.investmentscorecard.com</a>    |                  |  |  |  |
| Investment Scorecard  | Varies           | Included                                     | Pentium III, Windows 2000, CD-ROM, Internet access   | Outsourced investment performance reporting for financial management institutions. A global view of performance on managed assets helps institutions better manage their business, while clients have access, if the institution chooses, to an accurate view of their portfolio's performance   |
| <b>LPL Financial Services (Linsco/Private Ledger)</b> • San Diego, California • 800-877-7210 • <a href="http://www.joinlpl.com">www.joinlpl.com</a> |                  |  |  |  |
| Portfolio Manager   | \$250 per rep    | \$75 per month per rep; free for sales asst. | Pentium II-350MHz, 64MB RAM, Windows 98, Internet access   | Comprehensive portfolio management system integrated into browser-based broker portal. Offers performance reporting, grouping, and householding of accounts, the addition of non-LPL assets and their transaction history, customizable asset classes, and extensive client-approved reports   |
| <b>Money Tree Software</b> • Philomath, Oregon • 877-421-9815 • <a href="http://www.moneytree.com">www.moneytree.com</a>                            |                  |  |  |  |
| Silver Financial Planner  | \$350            | \$75 per year                                | Pentium III-233MHz, 64MB RAM, 15MB hard disk space, Windows 98-SE, CD-ROM, printer   | Interactive planning software used for printed reports or face-to-face interviews. Includes "what-if?" retirement graphs allowing planner and client to evaluate scenarios and assumptions in real time. Also includes Monte Carlo, retirement, life insurance needs, education funding, and estate planning   |
| Easy Money  | \$750            | \$250 per year                               | Pentium III-233MHz, 64MB RAM, 115MB hard disk space, Windows 98-SE, CD-ROM   | Comprehensive financial plan preparation. Includes all items suggested by CFP Board. Retirement Board includes life insurance, disability, estate planning, income tax, net worth, cash flow, and Monte Carlo. Goal solving format designed for customers in the accumulation years  |
| Golden Years  | \$750            | \$250 per year                               | Pentium III-233MHz, 64MB RAM, 115B hard disk space, Windows 98-SE, CD-ROM  | Cash flow format designed for customers in their retirement years. Forecasts of assets, income, expenses, and income taxes. 52 years of detailed illustration of all inflows and outflows, including full IRS tax rate table calculations every year. Includes indexing of tax break points, capital gains, AMT, and phaseouts. Includes Monte Carlo simulation  |
| Retirement Solutions  | \$400            | \$100 per year                               | Pentium III-233MHz, 64MB RAM, 115B hard disk space, Windows 98, SE CD-ROM  | Ten specialized modules for quick answers to retirement solutions. Includes RMD, 72(t), lump sum distributions, IRA, 401(k), Monte Carlo, and capital accumulation   |
| <b>Morningstar Inc.</b> • Chicago, Illinois • 800-735-0700 • <a href="http://www.advisor.morningstar.com">www.advisor.morningstar.com</a>           |                  |  |  |  |
| Principia   | Varies           | NA   | Pentium, 32MB RAM, 100-300MB hard disk space for Windows 95, CD-ROM, Administrative rights during installation, Adobe Acrobat Reader | Offers an integrated, modular approach to investment research and analysis. Includes multi-asset portfolio developer which allows financial professionals to build real-world portfolios combining different investment types; portfolio monitoring system; stock intersection feature; custom benchmarks; numerous NASD-compliant color reports and graphs  |
| <b>Net Worth Strategies Inc.</b> • Bend, Oregon • 877-728-5964 • <a href="http://www.networthstrategies.com">www.networthstrategies.com</a>         |                  |  |  |  |
| StockOpter Insight  | \$395            | \$295 per year                               | Pentium III-400MHz, 64MB RAM, 10MB hard disk space, Windows 98, Internet access, Excel SR-2, Word                                    | Enables advisors to profile and monitor values, leverage, and risk in a client's employee stock option portfolio. Profile analysis helps identify client's criteria for taking action (exercising and selling) and creates an "Option Policy Statement"  |
| <b>Philibert Software Group</b> • Alpharetta, Georgia • 800-969-7741 • <a href="http://www.philibert.com">www.philibert.com</a>                     |                  |  |  |  |
| Philibert Illustration System   | Varies           | Varies                                       | Pentium III-400MHz, 64MB RAM, 30MB hard, Windows 98, CD-ROM, Internet access   | Custom illustrations for UL, survivor, ISL, term, par, non-par, variable, fixed or indexed. Deferred and immediate annuities, DI, and long-term care. Provides full guideline testing to suit company product specifications. Marketing and interactive tab. Both Web and desktop versions available   |





| Product   | Charge            | Maintenance cost     | Minimum technology requirements  | Overview   |
|---|-------------------|----------------------|--|--|
| <b>PlanPlus Inc.</b> • Lindsay, Ontario, Canada • 800-364-1293 • <a href="http://www.planplus.com">www.planplus.com</a>   |                   |                      |  |  |
| PlanPlus Pro  | U.S.: \$800       | U.S.: \$200 per year | Pentium-120MHz, 16MB RAM, 10MB hard disk space, Windows 95, CD-ROM, Internet access, printer, Word, PowerPoint | A multi-lingual, multi-currency, multi-jurisdictional wealth management solution used at either a summary or detailed level to produce sophisticated client recommendations and reports. Incorporates knowledge, processes, and technology required for a successful wealth management practice. Integrates with back-office databases and third-party data providers. Can be deployed on desktop, laptop, or Internet   |
| <b>Prima Capital Holding Inc.</b> • Denver, Colorado • 303-573-7315 • <a href="http://www.primacapital.com">www.primacapital.com</a>  |                   |                      |  |  |
| PrimaGuide  | \$2,500           | \$0                  | Pentium, 64MB RAM, Windows 98, Internet access, IE 5.0, Adobe Acrobat Reader                                   | Web-based application providing objective research and analytics on private money managers and mutual funds. Prima Capital has no financial or product affiliations with managers and funds that are covered other than as a third-party research provider   |
| <b>Princeton Financial Systems</b> • Princeton, New Jersey • 609-987-2400 • <a href="http://www.pfs.com">www.pfs.com</a>  |                   |                      |  |  |
| PAM for Securities/ Mutual Funds & ePAM   | Call for pricing  | Call for pricing     | Pentium, Windows 2000/NT   | An n-tier Windows NT-based investment system which provides complete STP-ready front-to-back office functionality that can be licensed for in-house use or accessed via Internet. Automates and integrates entire investment process including portfolio management, compliance, analysis, trading, settlement, accounting, and performance measurement and reporting  |
| <b>SavingsBonds.com Inc.</b> • Spring Lake Heights, New Jersey • 800-717-2663 • <a href="http://www.savingsbonds.com">www.savingsbonds.com</a>  |                   |                      |  |  |
| The Savings Bond Guru   | \$159.95 per year | \$159.95 per year    | Pentium-233MHz, 32MB RAM, Windows 3.1, Internet access, IE 4.0   | Monthly e-mail statements deliver current savings bond values, growth, year-to-date interest amounts, maturity and redemption alters. 24/7 access, color coded portfolio statements indicating values, current and lifetime rates, maturity and timing issues determine which to hold, which to redeem, and when. FAQs, reports, and advice section. Probates bonds for estates; free lost bond replacement service  |
| <b>Scherrer Resources Inc.</b> • Eagle, Pennsylvania • 610-321-1910 • <a href="http://www.BrokersAlly.com">www.BrokersAlly.com</a>  |                   |                      |  |  |
| Broker's Ally v.8   | \$395-\$995       | \$175 per year       | 486-50MHz, 10MB RAM, 100MB hard disk space, Windows 3.1  | An integrated database management system. Includes features for entering trades, tax lots, assets, and current pricing and downloadable data. Creates asset allocation reports, and reports of bond maturity, valuation, open and closed positions, commissions, fees, and assets under management. A Windows application that can run on a local area network (LAN) or on stand-alone PCs and offers e-mail and Internet connectivity. Includes client and prospect tracking, contemporaneous note-taking, activity tracking, and business practice productivity tools. Also available with Advisor's Ally and Web Ally |
| <b>Schwab Performance Technologies Inc.</b> • Raleigh, North Carolina • 800-528-9595 • <a href="http://www.schwabperformancetechnologies.com">www.schwabperformancetechnologies.com</a> |                   |                      |  |  |
| genTrade  | \$2,000           | \$1,000 per year     | Pentium III, 265MB RAM, 2GB hard disk space, Windows 98, CD-ROM, printer                                       | An automated trade order generation and management system that helps advisors working with Schwab Institutional generate trade orders and then electronically submits them to custodians. This integrated add-on module to Centerpiece allows advisors to generate and manage lists of trade orders using special intuitive trading wizards  |
| Centerpiece   | \$3,495           | \$750 per year       | Pentium III, 265MB RAM, 2GB hard disk space, Windows 98, CD-ROM, printer                                       | A portfolio management system that combines investment portfolio accounting, client reporting, and investment tracking in a networked application. Customizable client reports; client portfolio decision support tools. Imports data automatically from brokerage firms and mutual fund companies. Integrated trade order generation and contact management modules also available  |
| PortfolioCenter Relationship Manager  | \$995             | \$500 per year       | Pentium-400MHz, 128MB RAM, Windows 98, CD-ROM, printer, Access 2000, Outlook2000                               | Comprehensive contact management system designed for investment advisors/wealth managers, which provides powerful workflow automation tools to help firm automate and monitor office activities. Tracks all client correspondence and documents. Integrated with Centerpiece and PortfolioCenter portfolio management systems  |
| <b>SS&amp;C Technologies Inc.</b> • Windsor, Connecticut • 800-234-0556 • <a href="http://www.ssctech.com">www.ssctech.com</a>  |                   |                      |  |  |
| CAMRA   | NA                | NA                   | Pentium III-550MHz, 256MB RAM, 4GB hard disk space, Windows 98, CD-ROM, Internet access, printer               | Supports integrated management of asset portfolios/accounts for all activities of the investment operation. Continually updates investment information through the processing of day-to-day securities transactions. Maintains transactions and holdings and stores results of most accounting calculations in an open, relational database; flexible data access and supporting data warehousing  |
| <b>Standard &amp; Poor's</b> • New York, New York • 800-221-52777 • <a href="http://www.standardandpoors.com">www.standardandpoors.com</a>  |                   |                      |  |  |
| Advisor Insight   | Varies            | Included             | Pentium-266MHz, 128MB RAM, Windows 95, Internet access, IE 5.5 or Netscape 6.2, Adobe Acrobat Reader           | A comprehensive Web-based solution giving financial advisors access to Standard & Poor's premier, objective market intelligence, along with planning and portfolio tools. Fund Advisor, part of Advisor Insight, has reports on over 14,000 mutual funds, along with various tools to access independent research for clients  |



| Product  | Charge           | Maintenance cost     | Minimum technology requirements   | Overview  |
|--|------------------|----------------------|---|---|
| <b>StatementOne</b> • Lawrenceville, New Jersey • 800-218-4135 • <a href="http://www.statementone.com">www.statementone.com</a>                |                  |                      |   |   |
| StatementOne   | Varies           | Varies               | Windows 98 or Macintosh 9.x, Internet access, IE or Netscape 6.2, printer | Provides technology solutions to retail wealth management market. Consolidates enterprise investment account data to power best-of-breed applications used for business planning, analytics, product development, compliance, and CRM. Includes a Web-based portfolio accounting and performance reporting solution   |
| StatementOne   | Varies           | Varies               | Windows 98 or Macintosh 9.x, Internet access, IE or Netscape 6.2, printer | Automatically captures, cleans, reconciles, and consolidates daily transaction and position data from product companies, custodians, settlement, and clearing firms and legacy systems. Web-based solution provides advisors and clients with consolidated portfolio accounting and performance reporting, with the ability to deliver daily time-weighted rates of return that meet AIMR standards. TransPro utility enables automatic import of historical data from Advent Axis, dbCams, Centerpiece, and others |
| <b>Steele Systems Inc.</b> • Los Angeles, California • 800-315-9002 • <a href="http://www.mutualfundexpert.com">www.mutualfundexpert.com</a>   |                  |                      |   |   |
| Mutual Fund Expert   | \$50-\$635       | \$107-\$635 per year | Pentium-66MHz, 64MB RAM, 60MB hard disk space, Windows 95 CD-ROM, IE      | Provides selection, comparison, analysis, portfolio tracking, client presentations. 30+ fully user-customizable reports, graphs. Data by Standard & Poor's on over 15,000 mutual funds, 150 benchmarks/indexes, 14,000 variable annuities (682 data pieces on each fund). Fast data downloads. Unlimited data export. User notes can be added to funds  |
| <b>Townsend Analytics Ltd.</b> • Chicago, Illinois • 800-827-0141 • <a href="http://www.realtick.com">www.realtick.com</a>                     |                  |                      |   |   |
| RealTick   | Varies           | NA                   | Pentium IV-1GHz, 128MB RAM, Windows 98, Internet access, IE, Excel        | Provider of multi-asset class decision support and trading tools. Offers market data, RealTick front-end application, order entry and order management, trade routing, risk management, as well as clearing and settlement integration  |
| <b>Wealth Management Technologies Inc.</b> • Oakland, Maryland • 877-432-2267 • <a href="http://www.wealthmgtech.com">www.wealthmgtech.com</a> |                  |                      |   |   |
| Wealth Management Technology Suite   | Call for pricing | \$0                  | Pentium IV, Windows 2000, Internet access                                 | Suite of financial products and services supporting technology needs of wealth management professionals, including independent investment reps, investment advisors, and broker/dealers. Features include Web-based wealth management with data aggregation and a consolidation engine. Includes portfolio accounting, trading, statement processing, and help desk support   |
| <b>Zunna Inc.</b> • Geronimo, Texas • 888-863-0221 • <a href="http://www.zunna.com">www.zunna.com</a>  |                  |                      |   |   |
| WATS Advisor Edition   | \$199            | \$29 per year        | Pentium-90MHz, 16MB RAM, 10MB hard disk space, Windows 95, CD-ROM         | Uses a computational technique known as simulated annealing to test thousands of potential portfolios to find those that maximize spending rates while achieving user-specified ending value goals. Using historical success rates, WATS validates investment strategies for a variety of investment goals  |